



**City of Petaluma, CA**  
**Unified security and Video Solution Request For Proposals (RFP)**  
**Vendor Questions and Answers Document**  
**April 24<sup>th</sup> , 2024**

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1. Has the City standardized on a cable and connectivity manufacturer and if so, who is it?

**CITY OF PETALUMA RESPONSE:** Yes. Cabling and connectivity for main runs will be provided by City electrical contractor.

2. The camera breakout and attachment A documents seem to have some discrepancies with the camera counts. There are also 3 locations that are not listed on the camera breakout.

**CITY OF PETALUMA RESPONSE:** Final camera counts will be finalized and published post walkthrough

3. In reference to the above bid, the RFP states there will be a job walk on April 30<sup>th</sup>- May 1<sup>st</sup> but there is not a meeting location. Would you be able to share what time and where we are supposed to meet for this site walk

**CITY OF PETALUMA RESPONSE:** Yes, site schedule attached

4. The Page 13 of a document called for a cloud alarm system. Alarms typically work via network, cellular service, or phone line. I am no aware of cloud monitoring . Can you elaborate on that alarm system, please?

**CITY OF PETALUMA RESPONSE:** The system will need to be capable of monitoring within a centralized monitoring solution with the rest of the components

5. Is this document written around any system you have seen in the past or have a preference for, or is it open as long as it meets your requirements?

**CITY OF PETALUMA RESPONSE:** Any system meeting requirements will be evaluated

6. If the devices are new, would it be difficult to price them without seeing the condition of each location?

**CITY OF PETALUMA RESPONSE:** Walkthroughs will be held over the course of April 30<sup>th</sup> and May 1<sup>st</sup>

7. Would a solution that enables private citizens to elect to share video from their home devices (eg. Ring, Nest, CCTV) with the Real-Time Crime Center satisfy this requirement?

**CITY OF PETALUMA RESPONSE:** Yes

8. Are all of the following certifications ONVIF/PSIA/CGI/ISAPI required, which is preferred and will solutions that don't match these be considered breakout.

**CITY OF PETALUMA RESPONSE:** All certifications will be evaluated and considered

9. How many cameras need to be connected to the real time crime center?



**CITY OF PETALUMA RESPONSE:** Pricing should initially include all camera locations

10. There seems to be conflicting requests where the RFP indicates that the City will provide a contractor that is preferred to install cable and cameras and other sections specifically calling out needs for bidding contractor to provide cabling testing and certification etc. Does this RFP require the bidder to furnish low-voltage and physical camera installation services or should that work be left to the City preferred C7 contractor?

**CITY OF PETALUMA RESPONSE:** All interior and exterior main run cabling will be handled by the City's cabling contractor. Respondants are required to provide cable patching where required. Installation and testing of cameras will be provided by the respondents.

11. Are there any existing cameras in locations that will be replaced with the new system?

**CITY OF PETALUMA RESPONSE:** Both new and replacements. Final counts will be finalized and published post walkthrough.

12. Do any of the doors currently have access control and intercom listed in the RFP?

**CITY OF PETALUMA RESPONSE:** Some doors do, some do not. Final door counts will be finalized and published post walkthrough.

13. I noticed some discrepancies in device count between the Deployment Summary and Site Addresses pages. For example, Keller street shows 30 cameras on the Deployment summary and 24 on the Site Address page.

**CITY OF PETALUMA RESPONSE:** Final camera counts will be finalized and published post walkthrough

14. For previously deployed sites, We are unsure whether to incorporate or omit these sites from our proposal. Your guidance on the appropriate course of action would be greatly appreciated.

**CITY OF PETALUMA RESPONSE:** All locations should be included in your proposal